

FIGURE 1

PCT/SG03/00121

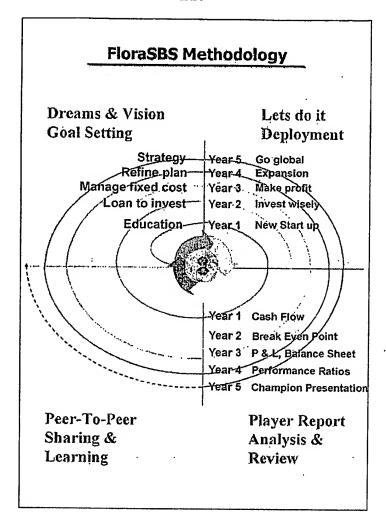


FIGURE 2

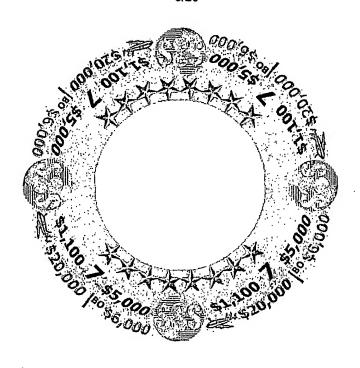


FIGURE 3A

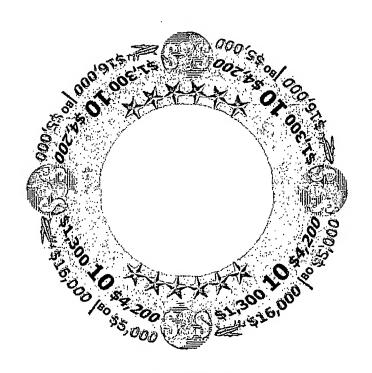


FIGURE 3B



FIGURE 4A



FIGURE 4B

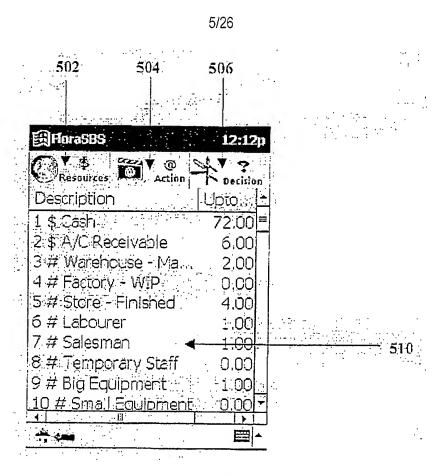


FIGURE 5

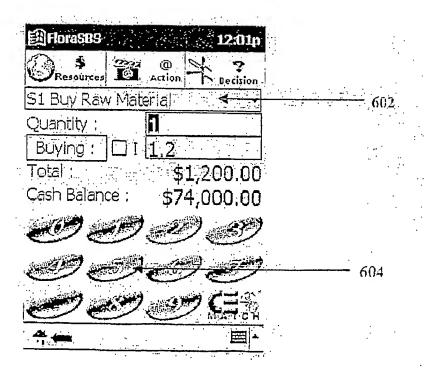


FIGURE 6

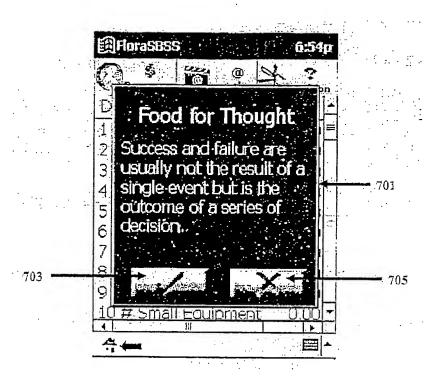


FIGURE 7A

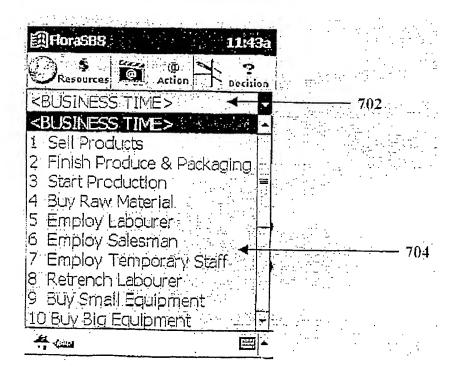


FIGURE 7B



FIGURE 8

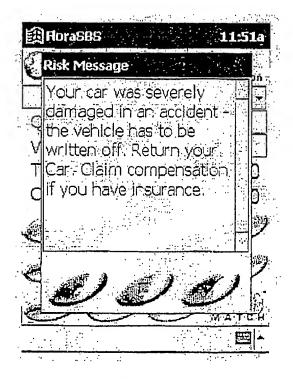


FIGURE 9

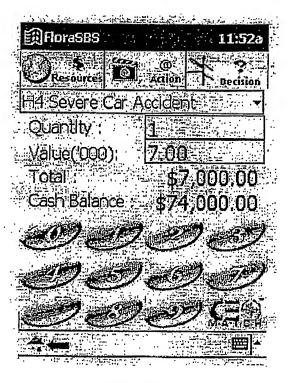


FIGURE 10

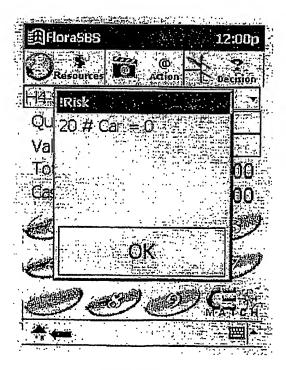
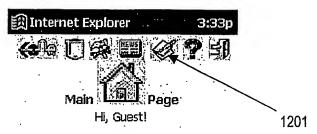


FIGURE 11



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# FIGURE 12

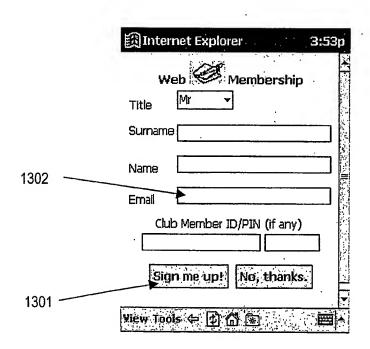


FIGURE 13

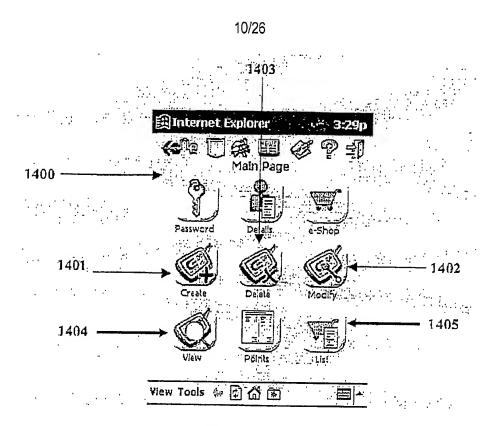


FIGURE 14

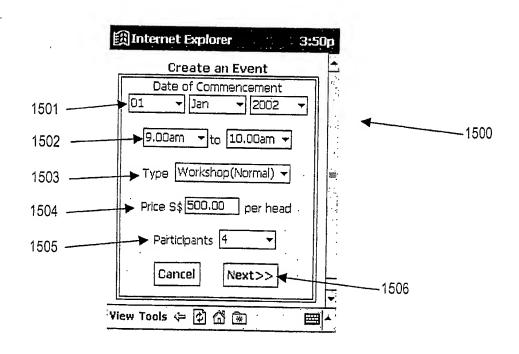


FIGURE 15

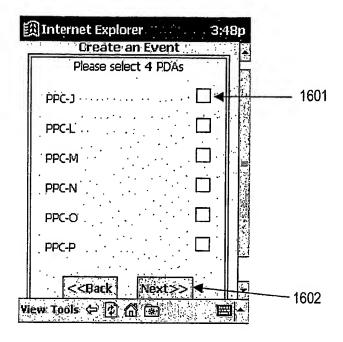


FIGURE 16

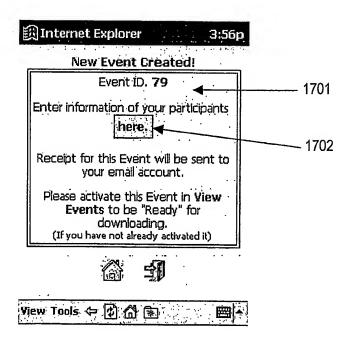


FIGURE 17

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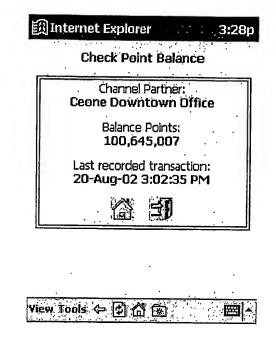


FIGURE 18

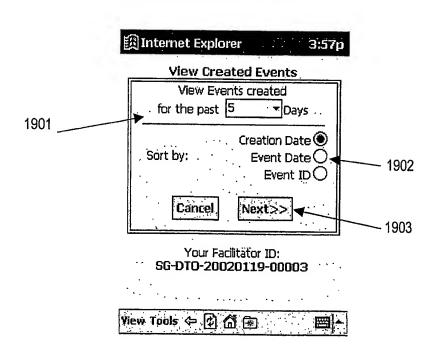


FIGURE 19

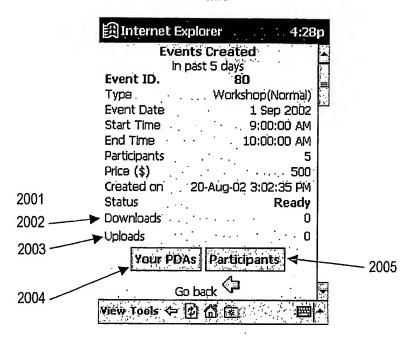


FIGURE 20

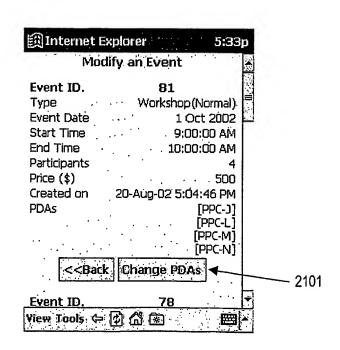


FIGURE 21

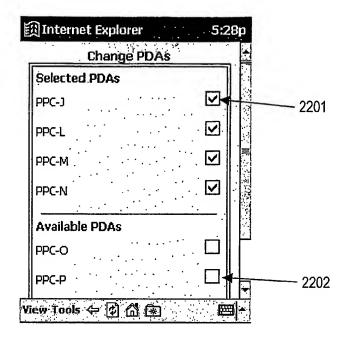


FIGURE 22

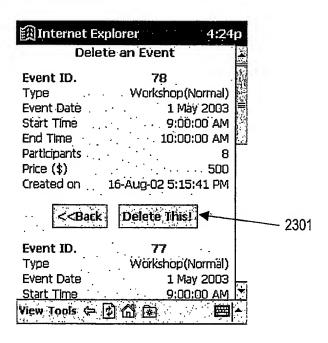


FIGURE 23

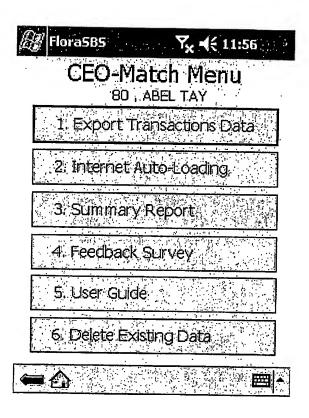
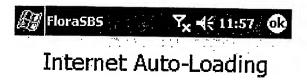


FIGURE 24



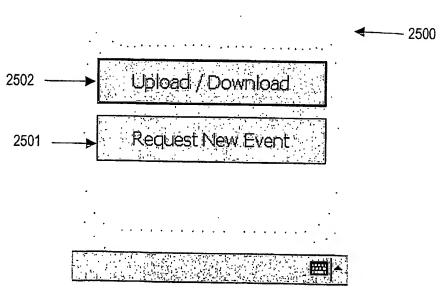


FIGURE 25

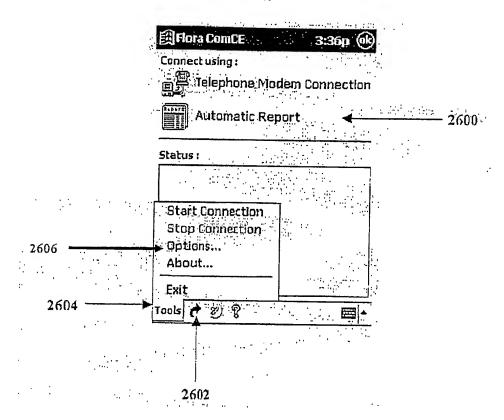
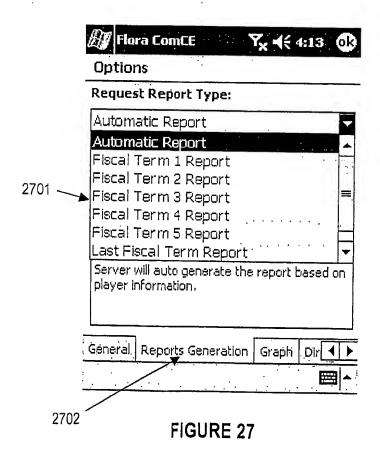


FIGURE 26



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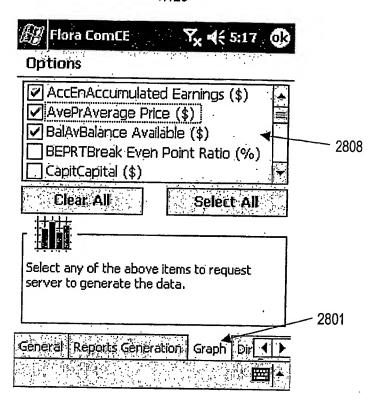


FIGURE 28

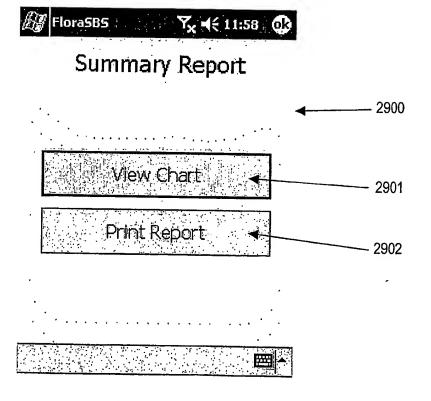


FIGURE 29

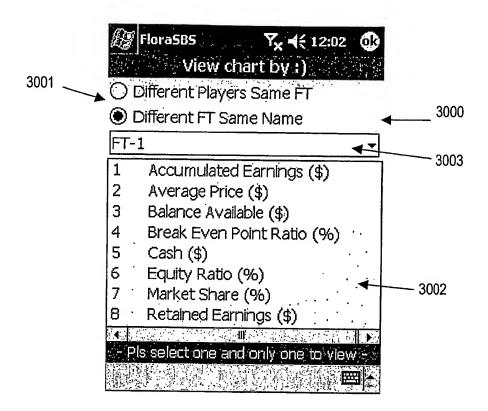


FIGURE 30



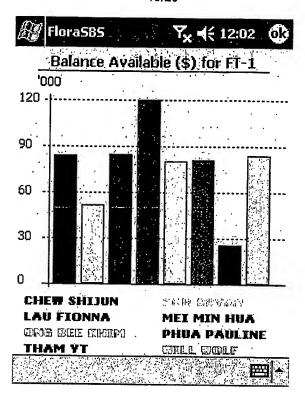


FIGURE 31

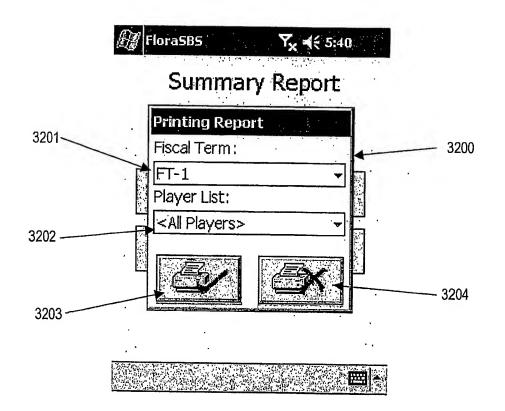


FIGURE 32



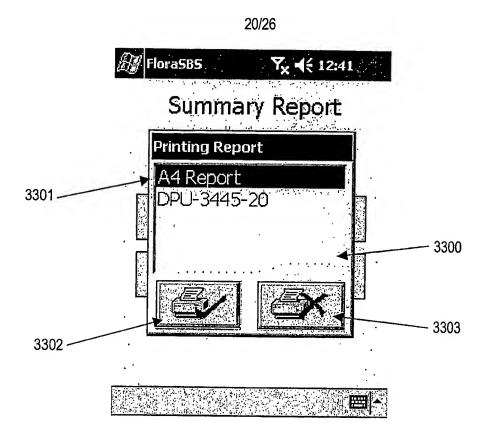


FIGURE 33

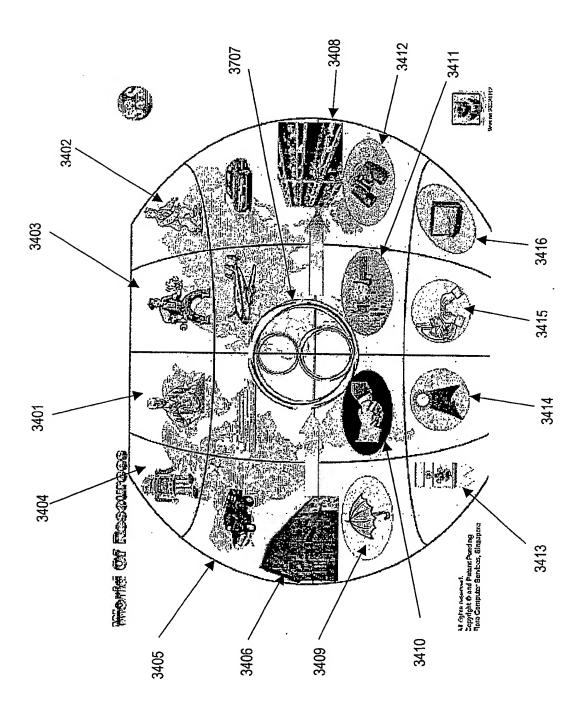
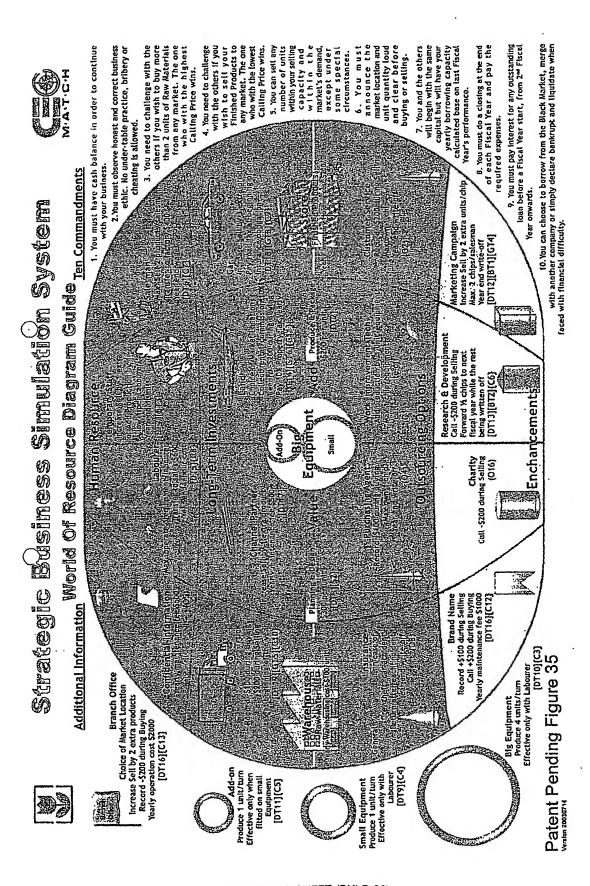
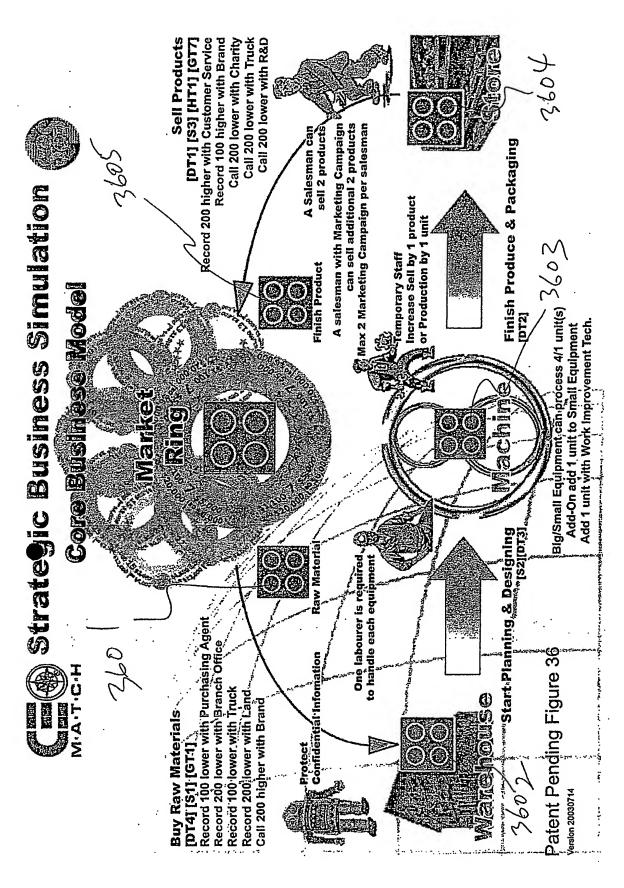


FIGURE 34





530649

Patent pending Figure 37

Version 20030714

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### 1,500 3,500 1,000 1,000 11,000 6,000 3,000 \*8,000 Refer to Risk Refer to Risk Refer to Risk 1 Invest In Marketing Campaign 500 3,000 11 Self Improvement - Go Study 1,000 \*10,000 1 Purchase Low Price Materials 1,000 4.000 Refer to Risk 3,000 4 Special Offer for M Campaign 2 Self-collect Material by Truck 3 Contract Temporary Staff 5 2nd Hand Truck on Sales 6 Selling Small Equipment 3 2nd Hand Car on Offer 5 Selling Big Equipment 8 Miss the Opportunity 6 Land Offer 20% off Turbulence Time ITT 4 Retrenct Workers 1 Sales Efforts Succeed 2 Get Rent from BO on your Land2,000 2 Taking High Risk 4,000 3 Government Risk 7 Exclusive Sales 2 Invest in R & D 7 Selling Add-On 4 Investment Risk 9 Selling Truck 1,100 Good Time [GT] 22,000 10 Selling Land 8 Selling Car Bad Time [BT ٧Ž Lowest Win 3,000 \*5,000 7,000 000'9 4,500 1,500 Highest Win 800 2,000 12,000 3,700 \*12,000 12 Invest in Marketing Campaign 7 Contract Temporary Workers 2 Finish Produce & Packaging Business Decision Time [DT] .9 Invest in Small Equipment 11 Invest in Add-On-Upgrade 17 Establish Channel Partner 16 Setting Up Branch Office 3 Start Planning & Design 10 Invest in Big Equipment 5 Sales with Car Efficiency 6 Land sold at 120% Cost 4 Channel Partner Grow 15 Brand Name Building 6 Employ Salespeople Will Invest more later 3 Advertising Pays Off 8 Retrench Workers 4 Material Auction 5 Employ Workers 19 Buy New Truck 13 Invest in R & D Harvest Time [HT] 1 Selling Goods 14 Invest in Land 18 Buy New Car 20 Take a Rest Capital from Saving/Inheritance - 1st Move 11,000 1,500 3,500 6;000 3,000 \*5,000 10% interest Highest Win Lowest Win 7 Move Salesman to Production 400 B1 - B6 Beginning of Year Actions E1 - E13 End of Year Actions. C1 - C16 Complimentary Actions S 2 Start Planning & Designing 1 Work Improvement Tech. 5 Protect Confidential Info O 93.Selling Big Equipment O 10 Selling Small Equipment O 11 Selling Add-On 4 Hire Purchasing Agent 6 Buy Secret Information A1 - A10 Additional Actions 8 Move Worker to Sales Supplementary Actions 3 Sign up Insurance 2 Customer Service **Duty Actions** O 16 Do Charity Work S 1 Material Auction O 15 Take Up Bank I O 12 Selling Car O 13 Selling Truck Optional Actions O 14 Selling Land S 3 Sales Biding Other Actions 000000 15 # Work Improvement S Resource 27 # Vehicle Accidents 10 # Small Equipment 11 # Add On-upgrade 21 # Truck 22 # Channels 23 # Branch Office 24 # Fire Destroyed 25 # Trouble In WIP 5 # Store - Finished # Temporary Staff 9 # Big Equipment 4 # Factory - WIP 7 # Market Survey 26 # Stolen Goods 29 # Worker Quits 3 # Warehouse 7 # Sales Staff 16 # Advertising 13 # Insurance 14 # Purchaser 28 # Staff Quits 6# Worker 12#R&D 19 # Brand 18 # Land 20 # Car



# Na Strate Jic Business S. mulation Additional Action Reference



			Year End Closing and Other Entries	es			
Add	Additional Actions	Beginning of Year	Action 2 Act	1st	2nd 3rd	4th	. 5th
A 1	NetBook Value Item Sold	A 5 Pay O/S Loan Interest	S	1,600	1,600 1,700 1,800 1,900 2,000	1,900	2,000
A 2	Net Value Land Sold		E 2 Worker Quitted	1,000	1,100 1,200 1,300 1,400	1,300	1,400
\ \ \ \	Collect Rent/Commission	nce	E 3 Salesman Wages	1,800	1,800 2,000 2,200 2,400 2,600	2,400	2,600
A 4	Pav Rent/Commission	က်	E 4 Staff Quitted	1,000	1,000   1,100   1,200   1,300   1,400	1,300	1,400
	Pay Loan Interest	B 4 Branch Office running cost 2,000	E 5 Employee Fringe Benefits	1,000	1,000 1,100 1,200 1,300 1,400	1,300	1,400
A 6	Pay 10% to Agent/Lawyer		A 1 Net Book Value	-10%	-10%  -20%  -30%  -40%  -50%	40%	-50%
A7	Fire Compensation:	B 6 Branch Maintenance 1,500					
A 8	Theft Compensation		E 6 Big Equipment Maintenence	2,500	2,500 Per Equipment	int	
. 6∀	Accident Compensat.	Duty/Obligation Actions	E 7 Small Equipment Maintenence	1,500	Per Equipment	int	
A.10			E 8 Warehousing cost	100	Per unit in warehouse	arehous	è
		D I ray consultation ree	E 9 Inventory Holding cost	200	Per unit in store	ore	
			E 10 Utility & General Expenses	1,500	1,500 Compulsory		
		U.S. Fay Property lax 3,000	E 11 Repayment of Loans	ì	Optional		
	•:		E 12 Terminate Channel Partner	,	Optional		
·	,,	****	E 13 Terminate Branch Office		Optional		
			•				

Incident	Step 1	Step 2	Step 3
Fire	- Enter Qty of Raw Materials in the warehouse. Go to A7 Press Confirm Return all raw materials to the Market: Press Co	Go to A7 Enter the Qty of Raw Materials Press Cohfirm.	To Claim Compensation
Product Stolen	<ul> <li>Enter x Oty of finished products.</li> <li>Press Confirm.</li> <li>Return stolen products to Market.</li> </ul>	Go to A8 Enter the x amount of products stolen. Press Confirm.	Go to A10 Press Confirm (Insurance Claimed)
 Car Accident	- Enter'x amount of Car	Go to A9 Enter the x amount of Car Press Confirm	Keturn the Insurance chip to Governor. You may reinsure at standard rate.
• - Variable figures		Paten	Patent Pending Figure 38

# Con Strate Jic Business S'mulation Ten Commandments



- You must have cash balance in order to continue with your business.
- You must observe honest and correct business ethic. No under-table practice, bribery or cheating is allowed.
- You need to challenge with the others if you wish to buy more than 2 units of Raw Materials from any market. The one who with the highest Calling Price wins.
- You need to challenge with the others if you wish to sell your Finished Products to any market. The one who with the lowest Calling Price wins.
  - You can sell any number of units within your selling capacity and within the market's demand, except under special circumstances. >
- You must announce the market location and unit quantity loud and clear before buying or selling. ⋚
- calculated based on last fiscal year's performance. You must do a closing at the end of each Fiscal Year and pay the required expenses.
- You must pay interest for any outstanding loan before a Fiscal Year start, from 2nd Fiscal Year onwards. ≚
  - onwards. You can choose to borrow from the Black Market, merge with another company or simply declare bankrupt and liquidate when faced with financial difficulty. ×

Patent Pending Figure 39